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# Message Text

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PAGE 01 STATE 252499

53
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COM/SAD/JJACOBSEN/EM3
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COM/SAD/JEMURRIN
COM/YUGO/RTURNER
COM/DM/;HEIKENEN
EUR/EE/RCHRISTENSEN (IN SUBSTANCE)
---------- 110758
R 232011Z OCT 75
FM SECSTATE WASHDC
TO AMEMBASSY BELGRADE

UNCLAS STATE 252499

E.O. 11652: NA
TAGS: BEXP, YO
SUBJECT: METALWORKING TECHNICAL SALES SEMINAR

REF: BELGRADE 5339

1. COMMERCE APPRECIATES POST'S INTEREST IN MAINTAINING HIG LEVEL STANDARDS FOR PRESENTATIONS DURING TEC;NICAL SALES SEMINARS. COMMERCE EXPECTSTHAT BELGRADE, AS OTHER POSTS IN THE PAST, WILL FIND THAT TECHNICAL DISCUSSION LEVEL DURING EVENT ACHIEVING GREATER IMPACT THANORIGINALLY ANTICIPATED. WE WILL CONTINUE TO REVIEW ABSTRACTS AND ADVISE COMPANIES TO MAKE APPROPRIATE CHANGES TO MEET OUR STANDARDS OF TECHNICAL QUALITY.

2. JOHN CONNOR ;AS BEEN ASKED AND IS PREPARED TO GIVE AN OVERVIEW COVERING MANY ASPECTS OF U.S. MACHINE TOOL INDUSTRY IN HIS SHORT PRESENTATION AND TO ANSWER QUESTIONS OR OBTAIN ANSWERS FROM THEPANEL DURING Q-A SESSIONS. CONNOR'S COUNTERPART WILL 0E EXPECTED TO DELIVER A SIMILAR OVERVIEW OF YUGOSLAV INDUSTRY. COMMERCE WOULD APPRECIATE SEEING COPIES OF THE YUGOSLAV PRESENTATION IF AVAILABLE, EITHER ATTHE TIME OF THE SEMINAR OR AFTERWARDS.
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3. COMMERCE TRIES TO GUIDE BUT NOT TO DICTATE CONTENTS OF PAPERS. REHEARSAL OF SEMINAR PRESENTATIONS IN WASHINGTONNOT POSSIBLE IN THIS CASE BECAUSE THE CHAIRMAN IS TRAVELING A0ROAD AS ARE MANY OF THE PARTICIPANTS. REHEARSAL IN BELGRADE WILL PROVIDE OPPORTUNITY TOMAKE CHANGES. PARTICIPATING COMPANIES ARE QUITE CONSCIOUS OF THE NEED FOR KNOW-HOW IN YUGOSLAVIA. PAPERS WILL BE PROFESSIONAL PRESENTATIONS OF COMPANIES IN AMERICAN INDUSTRY WHOSE VERY NATURE IS PRAGMATIC, PROBLEM SOLVING AND CAIABLE OF PROVIDING THE HIGHEST TECHNOLOGY TO ALLWORLD MARKETS.

4. COMMERCE LOOKS FORWARD TO A SMOOTLY OPERATED AND PRODUCTIVE EVENT THAT WILL PROVE TO BE MUTUALLY PROFITABLE FOR SPEAKERS AND AUDIENCE. YOUR VALUABLE CONTRIBUTION IS NECESSARY AND APPRECIATED. INGERSOLL

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**To:** BELGRADE
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